



UTAH DBE NEWSLETTER

Editor: Beverly Crawford, DBE Coordinator, UDOT

FALL 2006

TRAININGS / SEMINARS

Annual Trainings

UUCP DBE Annual Training

Offering Two locations

Saint George

Date: Jan 11, 2007

Place: Dixie College

Time: 8:00 AM—12:00 PM

Salt Lake City

Date: Feb 22, 2007

Place: UTA

Time: 8:00 AM—12:00 PM

Contact Raymond Christy

(801) 287-3537

General Contractor

Training

Date: Jan 17, 2007

Place: SL Airport Hilton

Time: 8:00 AM—12:00 PM

Contact Paul Marshall

(801) 575-2945

Bidding Opportunities:

SLCDA Pg 5

UTA Pg 7-8

UDOT Pg 9

WASHINGTON COUNTY ECONOMIC SUMMIT 2007

Date: January 10, 2007

Place: Dixie Center in
St. George

Keynote Speaker: Senator
Bob Bennett

This Summit will give you an insider's edge about projects and growth in southern Utah for the next 18 months. Breakout sessions and workshops about DBE certification, area infrastructure, marketing skills, residential and commercial real estate, tourism, venture capital, entrepreneurial stimulation, and area water projects.

Contact: Debi Barmonde

barmonde@dixie.edu

(435) 652-7724

(435) 652-7870 Fax

Web site: summit@dixie.edu

Special points of interest:

SBA on-line classroom, chats

Minority Biz Fast Facts

Negotiating Tips

Certification Workshop—OSDBU Guests

Concessionaires program goals

UTA's TRAX and Light Rail projects





QUICK TIPS AND ITEMS OF INTEREST

SBA ON-LINE CLASSROOM

<http://www.sba.gov/services/training/index.html>

Learn on-line about various business development topics at the Small Business Administration's new FREE on-line classroom. Content ranges from simple text presentation to in-depth interactive courses on subjects such as: Entrepreneurship, Financing, e-Commerce, Business Development, Procurement, Conducting a

Marketing Analysis, how to find Startup Funding, Assessing Financial Needs, steps to Assessing Contracts and Subcontracts.

SBA ON-LINE CHATS

Archived at:

www.sba.gov/chats

SBA's Small Business VOICE - an online discussion forum with the entrepreneur in mind

US DEPT. OF COMMERCE MINORITY BIZ FAST FACTS

Find more information on minority business development (including facts, figures and reports on minority businesses) at www.mbda.gov or call: 1-888-324-1551.

Register your minority business for free online bid matching system.

BE NOTIFIED OF THE NEXT DBE, EEO & LABOR COMPLIANCE TRAINING AT UDOT

Please call or e-mail to be placed on a list to be notified of the date of the next training.

Contact:

Teresa Augiar, Labor Compliance Specialist,
(801) 965-4208,
teresaaugiar@utah.gov
Or Beverly Crawford,
DBE Coordinator (801)
965-4100,
bcrawford@utah.gov

SEARCH ENGINES YOU CAN USE TO LOOK UP INFO ON THE INTERNET

Ask Jeeves; Google
Hotbot; Teoma;
Wisenut and Yahoo!

TIPS ON NEGOTIATING

Have Confidence

Never underestimate the value of yourself.

Be Prepared!

Use enthusiasm and passion.

Listen

People will tell you exactly what you need to know to

persuade them... listen to them and they will listen to you.

Use Silence

Negotiation tool to use effectively. Get comfortable with silence.

Emotions

Keep all emotions out of your negotiations.

Ask for what you want

You can't expect to get what you want if you don't ask for it!

“ HOW DO I CERTIFY AS A WOMAN OR MINORITY OWNED BUSINESS?”



CERTIFICATION WORKSHOP
Wednesday, November 29, 2006
Hosted by Women's Business Center

Registration 8:00 am to 8:30 am
Workshop 8:30 am to 3:00 pm

Wells Fargo Center, 299 South Main Street, 5th Floor, Salt Lake City.
Cost: \$25 for whole workshop; \$10 for single session

This informational workshop will discuss Certification and Government/Corporate procurement processes, upcoming bidding opportunities, and address any questions you might have about doing business with the local/state/federal Government.

Special Guests:

Denise Rodriguez-Lopez, Director, Office of Small and Disadvantaged Business Utilization (OSDBU), Office of the Secretary, USDOT.
Nancy Strine, Manager, Loan and Bond Assistance Program, OSDBU.
Lisa Shevy, Womens Business Enterprise National Council.



Why Should I Certify?

Use Certification to Generate Revenues
Learn about Free Loans from OSDBU for Federal Contracts

To Register please contact Alesa Shelby at (801)957-2031 or E-mail ashelby@saltlakechamber.org

ATTENDEE INFORMATION:

Name / Title: _____

Business / Organization: _____

Address: _____

City : _____ State: _____ Zip: _____

Telephone: _____ Fax: _____ E-mail: _____

Principal Product or Service: _____

SEND REGISTRATION TO:

Fax: (801) 957-2029

E-mail: ashelby@saltlakechamber.org

Mail: Alesa Shelby 115 South Main Street, #516, Salt Lake City, UT-84111.

October 12, 2006, -- News Release -- SBA Press Release Number: 06-57

U.S. Small Business Administration, INTERNET ADDRESS: www.business.gov

CONTACT: Dennis Byrne, 202.205.6567, dennis.byrne@sba.gov

ALT. CONTACT: Caitlin Martin, 703.207.0933 Ext.106, cmartin@jdgcommunications.com

Business.gov Helps Businesses Meet Federal Compliance Requirements

WASHINGTON DC, October 12, 2006 - A newly launched federal government web site, **Business.gov**, provides business owners with a one-stop resource that searches the federal government agencies that regulate or serve businesses for compliance information or resources.

The Web site makes it easier to find information on taxes, immigration laws, workplace safety, environmental requirements and other regulations that can present challenges for small and mid-sized businesses.

"The Business Gateway Initiative through **Business.gov** is an important part of the President's vision of helping American businesses by providing a one-stop portal for federal resources," said Office of Management and Budget (OMB) E-Gov Administrator Karen Evans. "**Business.gov** is the Official Business Link to the U.S. Government and is a continuation of agencies working together to improve services to citizens and businesses through technology."

"The end goal of Business.gov is to cut through the red tape and make it easier for businesses to do business," said SBA Administrator Steven C. Preston. "This Web site will help streamline access to information and reduce federal compliance barriers to helping businesses save time and money."

Business.gov will direct businesses to the best sources, reduce Compliance barriers and help avoid costly mistakes, allowing them to continue to contribute to the American economy and their communities. **Business.gov** is managed by the U.S. Small Business Administration (SBA) in a partnership with 21 other federal agencies and is part of the President's Management Agenda.

"The new Business.gov Web site will increase regulatory compliance among businesses, particularly small businesses, while simultaneously reducing the time and effort spent in meeting those requirements," said William Kovacs, Vice President, Environment, Technology & Regulatory Affairs, U.S. Chamber of Commerce.

Andrew Langer, Manager of Regulatory Policy, National Federation of Independent Businesses added, "**Business.gov** is an essential tool in the move to make the regulatory process more understandable and accessible. It will serve the twin purposes of increasing compliance and reducing the burdens faced by America's businesses."

Small firms with fewer than 500 employees represent 99.7% of all businesses. These firms spend 45% more per employee than larger companies to comply with federal regulations including taxes and environmental requirements, according to the SBA.

SALT LAKE CITY DEPARTMENT OF AIRPORTS BUSINESS OPPORTUNITIES

Concessions projects to bid within the next 4 months:

1. Luggage Cart Concession will probably bid in early January 2007.
For more information contact Mr. Cole Hobbs at 801-575-2984.

New Facilities projects to bid within the next 4 months:

2. FIS Facility Remodel Phase 1, for more information contact Mr. Dan Spader at 801-575-2947.
3. Sterile Corridor extension, for more information contact Mr. Dan Spader at 801-575-2947.
4. New passenger boarding bridges, for more information contact Mr. Dan Spader at 801-575-2947.

Construction projects to bid within the next 4 months:

5. Runway 17/35 and 14/32 and taxiway R overlay project should bid in December 2006, for more information contact Mr. Mike Widdison at 801-575-2027.

SALT LAKE CITY DEPARTMENT OF AIRPORTS

Notice to Public - Request for Comments Airport Concession Disadvantaged Business Enterprise (DBE) Program Goals

Salt Lake City Department of Airports (SLCDA) has developed an Airport Concessions Disadvantaged Business Enterprise (ACDBE) Program to encourage minority and women participation in Federal Aviation Administration (FAA) and United States Department of Transportation (USDOT) funded programs. Every three years, ACDBE program goals are calculated and made available for public review and comment. This year the review and comment period for the ACDBE program begins November 5, 2006. The comment period closes **December 21, 2006**. Comments must be in writing and must be received no later than **December 21, 2006**. We invite your participation in this public comment process.

The proposed overall ACDBE goals, which may be modified in response to comments, will become effective November 1, 2006. The goals, once approved by the FAA, will remain in effect for the duration of the 2008 federal fiscal year. However, SLCDA will review the ACDBE goals annually to make sure they continue to fit circumstances. A proposed overall annual ACDBE Concessions (other than car rental) goal of 29.0% has been developed for use through Federal fiscal year 2008. A proposed overall ACDBE car rental goal of 2.35% has been developed for use through Federal fiscal year 2008. The goals apply to Salt Lake City International Airport.

Comments on the proposed ACDBE goals are requested. SLCDA's ACDBE Program and goal setting methodology may be viewed and discussed at the Planning Office. The Planning Office is located on the fourth floor, Terminal No. 1, Salt Lake City International Airport, Salt Lake City. Goal calculations can be viewed and discussed with the planning staff between the hours of 8:00 a.m. and 4:00 p.m.

To request a copy of the goal setting calculations or to provide comments please write: Paul Marshall, DBE Liaison Officer, Salt Lake City Department of Airports, AMF Box 22084, Salt Lake City, Utah, 84122. For more information call 801-575-2945.



What's happening at UTA?

It's November 8th, the day after Election Day and Proposition #3 and the Utah County opinion question both PASSED! This is a historical day for the small business communities along the Wasatch Front! This accelerates the long range plan in Salt Lake and Utah County from 2030 to 2015! This means UTA will begin building tomorrow, today!



TRAX has two lines which consist of 20 miles of track. Currently TRAX is carrying 52,000 trips per day with a 35% increase in ridership since 2005. The projected plan is four light rail extensions, extending TRAX from the Delta Center to the Salt Lake Intermodal Hub, and Commuter Rail construction from the Salt Lake Intermodal Hub into Utah County.



Light Rail Extensions – Airport, Draper, Mid-Jordan and West Valley

The Airport extension is a 6 mile extension from Downtown Salt Lake City to the Salt Lake International Airport. Five TRAX stations are proposed and UTA projects ridership of 6,000 – 9,000 by 2025. The estimated cost for this extension is \$250 – \$290 million.



The Draper extension is 8.5 miles of track which will extend TRAX from the Sandy Civic Center Station to Draper. The projected ridership for this extension is 7,000 – 10,000 by 2025. The estimated cost for this project is \$235 - \$260 million.

The Mid-Jordan extension is a 10.6 mile extension with nine proposed stations going west to the Daybreak development. TRAX trains are projected to have a 15 minute frequency for passengers along this west side corridor. The projected ridership is 25,000 – 30,000 passengers by 2025. The estimated cost for this extension is \$335 - \$370 million.



The West Valley extension is 5 mile extension with four proposed stations connecting the North – South line with downtown West Valley City. This extension has a projected ridership of 9,000 – 12,000 by 2025. The estimated cost for this project is \$250 - \$290 million.

Commuter Rail

Commuter Rail will be constructed from Salt Lake City to Provo, which is 44 miles of track with ten potential stations. The Commuter Rail project to Provo has a projected ridership of 12,000 – 15,000 by 2025.

TRAX extension from the Delta Center to the Intermodal Hub

Starting in January 2006, UTA will begin the construction to extend TRAX from the Delta Center to the Salt Lake Intermodal Hub. Commuter Rail Constructors is the contractor selected for this construction project.

As you can see there will be plenty of transit construction going on for the next ten years. Are you ready?

Raymond Christy
DBE Liaison Officer



BID ON UDOT PROJECTS

All of UDOT projects for bid are updated weekly and they are listed on UDOT's web page:

UDOT'S home page web address: www.udot.utah.gov

Under Popular Topics (on left), click on: Bid on projects

Each project is listed separately in its own box.

View on-line: Notice to Contractor, Bid Items, Plans, Specifications

If you need assistance with UDOT's electronic bidding process, please call
Beverly Crawford 965-4100.

SIGN UP TO RECEIVE AUTOMATIC E-MAIL NOTIFICATIONS OF UDOT PROJECTS THAT ARE BIDDING:

The following web site explains how to sign up :

<http://www.udot.utah.gov/index.php/m=c/tid=552>

The following web site is where you sign up.

http://listserv.dot.state.ut.us/scripts/lyris.pl?join=bid_notices

The following web site is where the UDOT projects are located:

<http://www.udot.utah.gov/index.php/m=c/tid=317>



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Paul Marshall, DBE Liaison Officer
AMF Box 22084
Salt Lake City, UT 84122

Utah Transit Authority
Raymond Christy, DBE Liaison Officer
P.O. Box 30810

UUCP DBE Directory on the Web!

http://www.udot.utah.gov/download.php/tid=198/uucp_dbe_directory.pdf